



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

## DLA Land and Maritime

# Source Approval Request Packages



# SAR Definition

- A Source Approval Request (SAR) package is an assembly of information required of a prospective new supplier for a specific item (NSN) that is currently procured as other than full-and-open
  - Source Controlled (AMSC B)
  - Source Restricted (AMSC C)
  - Code & Part Number (AMSC D)
- A SAR package contains all technical data needed to demonstrate that the prospective contractor can competently manufacture the NSN to the same level of quality or better than the Approved Source .
- The SAR submitted for evaluation should be in accordance with the SAR guide checklist.

# SAR Process

- Identify potential items (NSNs) of interest
  - Search...DIBBS, Haystack, SERVA (PTACs can help)
    - FSCs, Item Description, Characteristics, OEM CAGE
  - DLA Candidate List's
- Assemble SAR package data (follow guide)
  - Company information (manufacturing and quality)
  - Current Part Data and Your Data
    - SAR Guide Categories (OEM Data)
    - Reverse Engineering (OEM Part)
  - Business Case
  - Actual Data and/or Test Plan

VE Link (SAR Process, SAR Template, SAR Candidate List)

[\(http://www.landandmaritime.dla.mil/offices/valuemanagement/\)](http://www.landandmaritime.dla.mil/offices/valuemanagement/)

# **SAR Process Evolution**

- **Lean 6-Sigma Black Belt Project (SEP2011-JUN2012)**
  - Centralized Tracking of Receipts and Notifications
  - Streamlined DLA Process
  - Improve DLA Acceptance Rate
- **VE Process Improvements (JAN-JUN2013)**
  - Centralized Process Tracking
  - Expanded Analysts Roles
  - Developed Candidate NSN List & Sample SAR
  - Improve ESA acceptance
- **Multi-Source Initiative (JUN 2014)**
  - DAG 17.7501-6 : Retention of Newly Approved Alternate Sources

# SAR Process (continued)

- Submit SAR package
  - As “Alternate Offer” during open solicitation
    - To Contracting Officer and
    - To Competition Advocate Office (CAO) Alternate Offer Monitor
  - As “Source Approval Request” anytime
    - To Competition Advocate Office (CAO) Alternate Offer Monitor
- Government Reviews
  - CAO (initial review, log case, tracking, notification)
  - Value Engineering (business case and technical review)
  - ESA (Weapon System engineering evaluation)

# SAR Process (continued)

- Getting the Business
  - Win Government Contract as best value quote
  - Potentially Current Source will lower their price/delivery and would win contract award, but...
- DAG 17.7501-6 (Retention of Newly Approved Sources) was implemented on 17 June 2014
  - DLA purchasing is to utilize multi-source award clause for a minimum of 1 year from approval date
  - If not low, but fair and reasonable...40% of the award will be given to the newly approved source
  - NSNs will be removed for Auto-Solicitation and Long Term Contracts unless circumstances dictate

# SAR Process (continued)

- Government Responses
  - Government Data is available for viewing (competitive)
  - SAR package data missing
    - Will be contacted for missing data
    - Need to complete qualification testing
    - Good on paper, but need to prove will work in application
  - Rejected
    - Business Case (savings, low demands, test costs too high)
    - SAR package is incomplete (contractor failed to supply)
    - Weapons criticality
    - Application upgrade and/or discontinued
    - Can't validate part (no government data to compare)

# SAR Start to Finish

## Summarization

- Contactor submits package
- Comp Ad receives package
  - Notification of receipt sent to contractor
  - Log package into SAR tracking system
  - Package forwarded to Value Engineering (VE) within 5 days
- VE receives package from Comp Ad
  - Engineer forwards package to technical analyst
  - Analyst logs into savings tracking module (VESTARs)
  - Analyst performs review (8 resources/NIIN range assigned)
    - Review performed within 15 days
  - Package complete
    - Forwards to ESA
    - Notifies contractor when package is sent
  - Package incomplete
    - Notifies contractor for missing data
    - Request data (30 day suspense)
    - Data not received rejects package with reasoning



# **SAR Start to Finish**

## **Summarization (continued)**

- ESA receives package
  - ESA reviews package (90 day response time)
  - ESA accepts, rejects or requires more data
  - ESA completes review and closes out
- VE receives ESA response
  - Concur or not concur with ESA response (15 days)
  - Notify Comp Ad ESA response received
  - Gather additional contractor data (if applicable)(30 days)
  - Take cataloging action in adding source (if applicable)
- Comp Ad closes out packages
  - Sends official notification letter to contractor (5 days)

# Expanded Competition Impact Statement

- Lean Six-Sigma Acceptance Rate (Baseline 10.2%)
  - Currently accepting 98% of packages
- VE Process Approval Rate (Baseline 6%)
  - Currently approving 48.8% of packages

# SAR POCs

- AO/SAR Submission – (email – 8MB)  
[dsc\\_c\\_ao-sar@dla.mil](mailto:dsc_c_ao-sar@dla.mil)

U.S. Postal Service Address	UPS or FEDEX Address
DLA L&M Alternate Offer Monitor – BPP Directorate of Business Process P.O. Box 3990 Columbus, OH 43218-3990	DLA L&M Alternate Offer Monitor – BPP Directorate of Business Process 3990 East Broad Street Columbus, OH 43213

- AO/SAR Process Questions – [dsc\\_c.altoffer.PM@dla.mil](mailto:dsc_c.altoffer.PM@dla.mil)
- Technical Issues (DLA Engineering/Analysts) –  
[dla.land.and.maritime.engineering.support.team@dla.mil](mailto:dla.land.and.maritime.engineering.support.team@dla.mil)
- Checking if Drawings available –  
[dsc\\_c.cddwgs@dla.mil](mailto:dsc_c.cddwgs@dla.mil)
- RPPOB - [DSCC.PartRequest@dla.mil](mailto:DSCC.PartRequest@dla.mil)
- DLA Small Business Support – [dsc\\_c.bcc@dla.mil](mailto:dsc_c.bcc@dla.mil)